

Message Text

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 6311

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E.O. 11652: N/A

TAGS: EFIN, MX

SUBJ: EXIM CREDIT GUARANTEE ON SALE TO SERVICIO ORGANIZADO
SECRETARIAL (SOS)

REF: TELCON WILLIAMS/RYERSON 2/18 AND TELCON WICKET/ORTEGA 2/14

SUMMARY: AS REQUESTED BY EXIM EMBASSY HAS INVESTIGATED THE SOS
OPERATION AND THE FOLLOWING DETAILS ARE PROVIDED FOR YOUR
INFORMATION.

1. DANIEL HERNANDEZ, MANAGER OF SOS AND IUSA DIVISIONAL MANAGER
IN CHARGE ELECTRONIC AREA, VISITED EMBASSY. REPORTING OFFICER
TOLD HIM EXIM HAD RECEIVED REPORT THAT THEIR "CONCESSION" TO
TELEPHONE LINES HAD BEEN CANCELED. HERNANDEZ SAID HE KNEW SOME-
THING HAD STOPPED A SHIPMENT AND WAS GLAD TO KNOW WHAT.

2. HIS EXPLANATION WAS AS FOLLOWS. THEY HAVE SEMI-AUTOMATIC OPER-
ATION ALREADY GOING REQUIRING 10/11 LINES PER SYSTEM. PURCHASE
FROM HARRIS INCLUDES PARTICLLY# AUTOMATIC UNITS CALLED MTS, TO
EXPAND AND MODERNIZE EXISTING OPERATION. NO LINE PROBLEM HERE.

3. REST OF ORDER IS FOR 700 IMSTS, REQUIRING SEPARATE LINE
FOR EACH UNIT. TELEPHONE COMPANY CANNOT GIVE THEM ALL AT
ONCE. NOW NEGOTIATING WITH PHONE COMPANY FOR LINES IN
INSTALLMENTS OF 50 TO 100 AT A TIME. CANNOT ESTIMATE TIME
FRAME. BASE SYSTEM ALREADY INSTALLED.

4. HERNANDEZ CLAIMS THEY HAVE ORDERS FOR UNITS FROM SEVERAL
GOVERNMENT MINISTRIES AND FIRMLY EXPECT EVENTUALLY GETTING ALL
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700 LINES. ALSO SAID IUSA GROUP PLANNING LOCAL MANUFACTURE OF SEMI-

AUTOMATIC UNITS AND SHOWED SECRETARIAT OF INDUSTRY AND COMMERCE APPROVAL. SAID PERALTA HAD PROPOSED JOINT VENTURE TO HARRIS BUT HARRIS PREFERRED LICENSE AGREEMENT. STILL WOULD LIKE HARRIS AS PARTNER FOR LATER EXPANSION TO SATISFY LAFTA MARKET.

5. NUMEROUS QUESTIONS WERE PUT TO HERNANDEZ REGARDING IUSA OPERATIONS, SAID TO INCLUDE 38 COMPANIES OF WHICH 14 HAVE MOVED TO INSTALLATIONS AT PASTEJE, STATE OF MEXICO. CONFIRMED THAT ALL HAVE ENJOYED SPECIAL CONCESSIONS FROM MEXGOVT UNDER INDUSTRIALIZATION PROGRAM AND LATER THE DECENTRALIZATION PROGRAM AND RELATIONS WITH GOVERNMENT OFFICES CORDIAL. SAID JOINT VENTURES WITH US FIRMS RUN TO FIVE OR SIX.

6. OFFICER CONTACTED A DIRECTOR OF TELEPHONE COMPANY (NAME PROVIDED BY HERNANDEZ) AND WAS TOLD THAT SOS HAD REQUESTED LINES; THAT AS GENERAL STATEMENT PHONE COMPANY ATTEMPTED TO SUPPLY REQUIREMENTS OF PUBLIC; THAT RE SOS APPLICATION IN PARTICULAR COULD ONLY SAY NO CONTRACT HAD YET BEEN ENTERED INTO. THIS MAY OR MAY NOT BE SIGNIFICANT. MEXICAN TELEPHONE COMPANY FOR MANY YEARS HAS BEEN CHRONICALLY SHORT OF LINES.

7. A PRINCIPAL BANK REPORTS IT HAS HAD GOOD EXPERIENCE IN CREDITS FOR LARGE AMOUNTS. REPORT DATED 12/74.
JOVA

NOTE BY OC/T: #AS RECEIVED.

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